



Jean-Baptiste LE CANN

Master's student (Year 1) at SKEMA Business School – Specializing in Artificial Intelligence for Managers

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Excellent communication and operational skills, able to work both autonomously and in a team, and results-oriented, I am seeking a 6-month gap-year internship abroad in sales from **January 2027 to June 2027**.

WORK EXPERIENCE

ADTi <i>Sales Development Representative (SDR) - Intern</i>	Lille, France April 2026 - July 2026
<ul style="list-style-type: none">Conducted cold calling campaigns to generate qualified leads and schedule software demonstrations for the OPTIMA CMMS (GMAO) solution dedicated to industrial maintenanceUsed the company's internally developed CRM to manage the sales pipeline and monitor call scoringProposed and developed a new LinkedIn communication strategy (content creation and post writing)Worked on SEO optimization initiatives	
Campus Consulting <i>Sales & Business Development - Freelance Services (Remote)</i>	Paris, France March 2026 - Present
<ul style="list-style-type: none">Executed multi-channel prospecting strategies (cold calling, cold emailing, LinkedIn Sales Navigator) to generate qualified leads	
Alveus <i>Academic Tutor</i>	Lille, France November 2025 - Present
<ul style="list-style-type: none">Delivered and led intensive 1-week academic programs for high school, middle school and university studentsProvided personalized tutoring sessions across multiple levels, adapting teaching methodsManaged small group classes (3-4 students), ensuring progress tracking	
Vibe Code School - IQ Project <i>Sales Closer - Freelance (Remote)</i>	Paris, France March 2026 - April 2026
<ul style="list-style-type: none">Sold a training program focused on Vibe Coding and the Lovable toolLeveraged Slack-based lead management system to track, prioritize, and engage prospects efficiently	

EDUCATION

SKEMA Business School M1 PGE	Lille, France 2025 - 2029
<ul style="list-style-type: none">Track: "Artificial Intelligence for Managers" (Python, Data Science, Data-driven Optimization, Machine Learning)Relevant Coursework: Economy, Marketing, Big Data, Strategy, Management, AI Technologies	
Preparatory Class for high Business Schools (ECG) <i>Academic track – Advanced Mathematics & History, Geography and Geopolitics</i>	Lyon, France 2023 - 2025
<ul style="list-style-type: none">Relevant Coursework: Mathematics, Philosophy, History, Geography and Geopolitics	

ASSOCIATIVE EXPERIENCE

SKEMA Business School <i>Project Manager of "Trekema Expedition" - Adréna Lille</i>	Lille, France November 2025 - Present
<ul style="list-style-type: none">Leading the organization of a 4-day inclusive trek in the Vaucluse mountains in partnership with Fondation Perce-NeigeManaging a €4,500 project budget, overseeing financial planning and cost allocationSelected as a finalist for the My Associative Concept (MAC) competition organized by SKEMA Conseil, SKEMA Ventures Club and CASK	
Humanitarian Volunteer - Vietnam Mission (HOPE)	Huê, Vietnam August 2026
<ul style="list-style-type: none">Participated in a 3-week humanitarian mission supporting vulnerable children at the "Maison des Affections", in partnership with "Les Sampaniers du Vietnam"Contributed to the renovation of key infrastructure, including the rebuilding of the orphanage roofDelivered academic tutoring to children facing disrupted schoolingOrganized the collection and distribution of essential goods (clothing, hygiene products) for the orphanage	

SKILLS

Languages: French (Native); English (C1); Spanish (B2); Chinese (Beginner, A1)

Technical skills: AI business tools, Python, LinkedIn Sales Navigator, Excel, PowerPoint, Google Slides, Canva, Slack

Interests: New technologies (AI, cloud,...), reading, travels

Sports: Calisthenics (7x/week), Running (3x/week)